



CANNON BUILDING  
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STATE OF DELAWARE  
**DEPARTMENT OF STATE**

DIVISION OF PROFESSIONAL REGULATION

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**PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE**

**MEETING DATE AND TIME: Thursday December 3, 2009 at 9:30 a.m.**

**PLACE: Division of Professional Regulation**  
861 Silver Lake Boulevard, Cannon Building  
**Second Floor Conference Room A**  
Dover, Delaware

**AGENDA**

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
  - 2.1 Meeting Minutes – November 5, 2009
- 3.0 Unfinished Business
  - 3.1 Continue CE Audit Review
  - 3.2 Continued Discussion About Offering the Law Portion of Pre-Licensing Online
- 4.0 New Business
  - 4.1 Review of Letters of Intent and Course Evaluations
  - 4.2 Review of Course Provider Applications
    - 4.2.1 Course Provider: McKissock, LP
      - 4.2.1.1 Course Title: Loan Types and Instruments of Finance  
Credit Hours: 3
      - 4.2.1.2 Course Title: Highlights of Real Property Law  
Credit Hours: 7
      - 4.2.1.3 Course Title: Fair Housing  
Credit Hours: 4
      - 4.2.1.4 Course Title: Construction Details & Trends  
Credit Hours: 7
      - 4.2.1.5 Course Title: A Concise Guide to Real Estate Taxes  
Credit Hours: 4
      - 4.2.1.6 Course Title: Principles of Finance & the Mortgage Market  
Credit Hours: 3

4.2.1.7	Course Title:	Real Estate Ethics and Professional Standards of Conduct
	Credit Hours:	3
4.2.1.8	Course Title:	Risk Management
	Credit Hours:	3
4.2.1.9	Course Title:	Taxation of Real Estate Capital Gain
	Credit Hours:	3
4.2.1.10	Course Title:	Short Sales
	Credit Hours:	3
4.2.1.11	Course Title:	Misrepresentations and Case Studies
	Credit Hours:	5

4.3 Review of Instructor Applications

4.3.1 Gerry Hudson

Continuing Education: Professional Enhancement: Property Pricing and CMAs/  
Misrepresentations and Case Studies  
Broker's Course: Legal and Governmental Aspects of Real Estate

4.3.2 Judith Cook

Continuing Education: Salesperson Core Course/Broker Core Course/  
Professional Enhancement: Finance/Ethics/Fair Housing  
Pre-Licensing: Orientation/Real Estate Sales  
Broker's Course: Brokerage (Sales Management)/Valuing Real  
Property/Financing/Ethics

4.3.3 James Vesey

Continuing Education: Advanced Real Estate Investment/Analysis

4.3.4 Patricia Campbell-White

Continuing Education: Legislative Update/Salesperson Core Course/Broker Core  
Course Professional Enhancement: Fair Housing/Ethics & Professional  
Standards/Agency/New Member Orientation

4.3.5 Joyce Klein

Continuing Education: Professional Enhancement: Real Estate Mathematics  
Pre-Licensing: Orientation/Real Estate Mathematics

4.3.6 Andrew Hyde

Continuing Education: Salesperson Core Course/Broker Core Course/  
Professional Enhancement: Commercial Real Estate  
Investment/Valuation/Better Customer Service  
Pre-Licensing: Orientation/Real Estate Mathematics/Real Estate Sales/ Real  
Estate Law  
Broker's Course: Brokerage (Sales Management)/Real Estate  
Documents/Valuing Real Property/Financing/Ethics/Legal and  
Governmental Aspects of Real Estate/Real Estate Investment/Mathematics

4.3.7 Susan Pomerantz

Continuing Education: Professional Enhancement: NAR Green

4.4 Review Student Requests for Approval of Educational Activity

5.0 Correspondence

6.0 Other Business before the Committee (for discussion only)

7.0 Public Comment

8.0 Next Meeting – January 7, 2010

## 9.0 Adjournment

**Please Take Note:** To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

**MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL [customerservice.dpr@state.de.us](mailto:customerservice.dpr@state.de.us) IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.**